

SERVICES

No-cost or low-cost services to pre-ventures, start-ups and existing small businesses include:

- Business planning
- Growth management
- Market information
- Entrepreneurial development
- Financial analysis
- Monthly business startup training classes
- FastTrac business plan training
- Loan application assistance
- Business licensing and registration information
- Technical assistance to Indian Country

The SBDC Administrative Office also works closely with the following programs to deliver a complete range of services at the local level:



Funded in part through a cooperative agreement with the U.S. Small Business Administration.



SBDC NETWORK

BILLINGS SBDC

Big Sky Economic Development Authority
222 North 32nd Street
Suite 200
Billings, MT 59101
(406) 254-6014
bigskyeda-edc.org

BOZEMAN SBDC

Northern Rocky Mountain RC&D
2000 Commerce Way
Bozeman MT 59715
(406) 570-7523
www.nrmrcd.org

BUTTE SBDC

Southwest Montana Headwaters RC&D
305 West Mercury Suite 211
Butte, MT 59701
(406) 782-7333
www.headwatersrcd.org

COLSTRIP SBDC

Southeast Montana Development Corporation
6200 Main
P.O. Box 1935
Colstrip, MT 59323
(406) 748-2990
www.semcd.org/sbdc.htm

GREAT FALLS SBDC

Great Falls Development Authority, Inc.
300 Central Ave 4th Floor
Great Falls, MT 59401
(406) 453-8834
www.gfdevelopment.org

HAVRE SBDC

Bear Paw Development Corp
Ryan Building
48 2nd Ave. Ste 202
P.O. Box 170
Havre, MT 59501
(406) 265-4945
www.bearpaw.org/services.html

HELENA SBDC

Montana Business Assistance Connections Inc.
225 Cruse Avenue
Helena, MT 59601
(406) 447-1512
www.mbac.biz

KALISPELL SBDC

Kalispell Area Chamber of Commerce
15 Depot Park
Kalispell, MT 59901
(406) 758-2802
kalispellsmallbusiness.com

MISSOULA SBDC

Montana Community Development Corporation
110 E. Broadway
2nd Floor
Missoula, MT 59802
(406) 728-9234
www.mtcdc.org

WOLF POINT SBDC

Great Northern Development Corporation
233 Cascade Street
Wolf Point, MT 59201
(406) 653-2590
www.gnndc.org/sbdc.htm

MONTANA SBDC ADMINISTRATIVE OFFICE

Montana Department of Commerce
301 S. Park Ave. / P.O. Box 200505
Helena, MT 59620-0505

Phone: 406-841-2747 / Fax: 406-841-2728
TDD: (406) 841-2702
mtsbdc@mt.gov

Visit us on the web at: www.sbdc.mt.gov



2009 ANNUAL REPORT



The mission of the *Montana SBDC* is to guide existing and start-up businesses toward profitability in order to create jobs and economic wealth in Montana

Since 1989, the *Montana Small Business Development Center* (SBDC) network of ten offices has provided quality consulting and training services to new and expanding businesses. These services are offered at no cost to the client through partnerships with the U.S. Small Business Administration, Montana Department of Commerce and Local Economic Development Host Organizations.



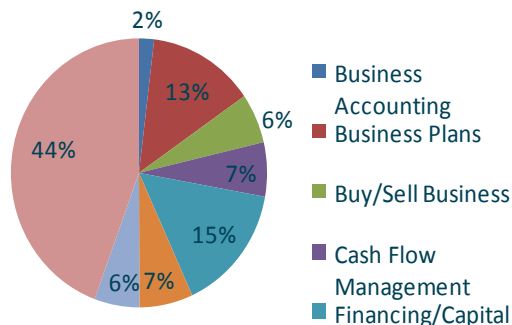
Success Stories in 2009

2009 NETWORK PERFORMANCE

	<u>2009</u>	<u>2008</u>
Jobs Created	377	624
Jobs Retained	347	554
Clients Counseled	1257	1166
Counseling Hours	7,849	7,052
Capital Infusion	\$80 Mil	\$55 Mil
# Business Loans	156	218
# New Businesses	73	87
Clients Trained	2156	3037
Training Events	188	194

Source: WebCATS

Business Advice (By Type)



Havre Regional SBDC



Bear Paw Development and the SBDC provided assistance to Bara Buffalo-Hide in 2009 for assistance in developing a business plan, marketing, website information, cash flow projections, and other technical assistance. Buffalo-Hide's sales have grown more than 8% each year as she reaches into new markets. She obtained 11 new selling outlets in 2009 alone. Her creations are sold in various bookstores on Montana Indian reservations, as well as gift shops and museums throughout Montana.

85% of businesses that receive assistance stay in business after 3 years

Bozeman Regional SBDC

Pacific Outdoor Equipment (POE), located in Bozeman, needed financing to purchase additional warehouse space in Montana to create greater efficiencies in operations. The SBDC prepared financial projections and found financing through Montana Community Development Corporation (MCDC), who teamed up with First Security Bank of Bozeman to provide a business loan for employees of POE to buy the warehouse building. The loan allowed POE and a related water bottle business to move their distribution operations from California to Bozeman. The purchase of new warehousing created ownership opportunities for six employees, created four new high quality jobs with health benefits in Bozeman, and helped the business succeed despite a change in the market.



Billings Regional SBDC



East Rosebud Fly & Tackle, in Billings since April 2009, offers an excellent selection of fly & tackle inventory and apparel. The Billings SBDC assisted the com-

pany with budgeting, cash flow projections, market research, and business planning. The SBDC was also instrumental in assisting the company to locate adequate financing through SBA's BLX Community Express Loan Program for \$25,000. This was a \$110,000 dollar project that provided the working capital to get started. The owner said the SBDC was a great resource and he could not have done it by himself.

Missoula Regional SBDC



Kelley Durbin opened Mismo Gymnastics in 2001 driven by a life-long love of gymnastics and a passion for coaching children. Mismo provides an exciting new athletic opportunity to hundreds of Missoula's youth. With the SBDC's guidance and an enterprise loan from MCDC, the company was able to keep the doors open for hundreds of Missoula children, kept 32 people employed and stayed on the path of building wealth for herself and her daughter.

Guiding Montana Businesses to Success !